



Military Surface Deployment & Distribution Command

Special Requirements

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G9 Special Requirements



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G9 Special Requirements



- When to Negotiate
- Non-Binding Estimates
- Emergency Routings
- Mode Selection and Comparison
- FAST/CMOS/Spot Bid
- Unit Moves and Redeployment
- Equipment Types—Policy and Regulation
- References
- Fuel Surcharge
- Cost Analysis Program
- Carrier Appointment System (CAS)



G9 Special Requirements



When to Negotiate

- Volume Movement Request (VMR) – Freight movement from one origin to one destination consisting of:
 - 25 or more carloads (CL) or truckloads (TL) /500,000 lbs or greater
 - TOs can request assistance with rates for 10 TLs/CLs and/or 200,000 lbs or greater
 - Allow TOs/TMOs the latitude to seek SRB to request rates on their behalf
- Special Services – Consignor will load or consignee will unload unless otherwise specified
- No rates on file to meet your requirements



G9 Special Requirements



What We Need

- Requirements/Information:
 - Commodity description (per mode)/number (NMFC or STCC, per mode)
 - National Stock Number (NSN)
 - Dimensions
 - Individual weight
 - Total weight
 - Type of equipment
 - Number of Cars/Trucks/Barges requested
 - Piece count
 - Special characteristics/requirements
- DD Form 1085 Submission:
 - Email: army.sddc.ops.negotiation@mail.mil
 - Fax: 618-220-5261



G9 Special Requirements



Request Order DD1085

DOMESTIC FREIGHT ROUTING REQUEST AND ORDER				
(All items must be completed or otherwise explained. See Instructions on back of this page.)				
TO (Name, Address and ZIP Code of Routing Authority)		1. REQUESTING AGENCY IDENTIFICATION NUMBER		2. DATE OF REQUEST (YYYYMMDD)
SDDC G9, STRATEGIC BUSINESS DIR.		YOUR ID # THAT YOU USE		
1 Soldier Way, Scott AFB, IL 62225-5006		3. DATE SHIPMENT AVAILABLE FOR LOADING		4. TRANSPORTATION PRIORITY AND DELIVERY DATE REQUIRED
FROM (Name, Address and ZIP Code of Requesting Agency)		5. F.O.B. CONTRACT TERMS AND EXPIRATION DATE		
		JULIAN DATES ARE NOT NECESSARY		
6. COMPLETE COMMODITY DESCRIPTION, NSN, AND FREIGHT NOMENCLATURE AS SHOWN IN MILITARY FREIGHT CLASSIFICATION GUIDE SYSTEM WITH UFC, AND/OR NMDC ITEM NUMBER, INCLUDING NUMBER AND KIND OF PACKAGES				
DESCRIBE WHAT IS BEING SHIPPED: NSN, Military Nomenclature, Class, Commodity Code OR REFERENCE TO APPENDIX OR ATTACHMENT that is in addition to 1085				
7. EQUIPMENT	NUMBER	SIZE	TYPE	8. GROSS WEIGHT
a. CARS				
b. TRUCKS				9. TOTAL NUMBER OF CUBIC FEET
c. BARGES				
d. CONTAINERS				
10. CONSIGNOR (Show actual shipper)				
ACTUAL PICK-UP LOCATION AND POC & COMMERCIAL PHONE NUMBER				
11. CONSIGNEE(S) (Name and Address)		12. ORIGIN (Show actual shipping point)		
ACTUAL DELIVERY LOCATION AND POC & COMMERCIAL PHONE NUMBER		SPLC		
		13. DESTINATION (Show actual point of delivery)		
		SPLC		



G9 Special Requirements



Request Order DD1085

14. RAIL CARRIER SERVING		c. PRIVATE SIDING		d. IF NO PRIVATE SIDING, INDICATE NEAREST POINT OF DELIVERY
		YES	NO	
a. CONSIGNOR SDDC Strategic Business, Scott AFB, IL 62225				
b. CONSIGNEE SDDC Strategic Business, Scott AFB, IL 62225				
15. DISABILITY COSTS AVAILABLE (DTR 4500.9-R, Part II, Definitions)				
NO		YES (If "YES," furnish in "Remarks" below.)		
16. REMARKS (Include any other pertinent information which would affect aggregate delivered costs or selection of carrier or mode.)				
ANY SPECIAL INSTRUCTIONS or anything you want to be included in the agreement. (e.g. State of equipment, Accessorial, etc.)				
17. TYPED NAME AND TITLE OF REQUESTOR		18. OFFICE PHONE AND EXTENSION		19. SIGNATURE
NAME(S) of Requestor, EMAIL		COMMERCIAL #		

1ST ENDORSEMENT Model for 90 days unless otherwise indicated



G9 Special Requirements



Solicitation Letter

- SDDC Negotiation letters are tailored specifically to meet individual shipper requirements
 - Mode comparisons may also be provided to aid in Best Value decision
 - Based on total number of railcars/trucks requested
- Negotiation letter must always include
 - Commodity/commodities being shipped
 - Dimensions
 - Weight
 - Type/quantity of equipment requested
 - Accessorials and/or Transportation Protection Services (if required)
 - Loading/unloading specifications



G9 Special Requirements



349 Negotiation TSP Worksheet

- TSP's bid (Line haul rate with accessorial services included)
- Detention charges
- Vehicle Furnished But Not Used (VFN) charge
- Type of equipment offered
- Number of loads the TSP can handle
- Failure of TSP to provide service will result in carrier performance action



G9 Special Requirements



Completed 349 (shipper's copy)

IMPORTANT NOTE: SHIPPER MUST CONTACT THE "BEST VALUE" CARRIER TO ORDER THE EQUIPMENT AND CLARIFY/FINALIZE THE PICKUP AND DELIVERY REQUIREMENTS. PLEASE NOTE THAT RATES DO NOT REFLECT APPLICABLE FUEL SURCHARGE. CARRIERS ARE ENTITLED TO THE APPLICABLE FUEL SURCHARGE IN EFFECT AT THE TIME OF THE

NEGOTIATION'S ROUTE ORDER WORKSHEET / SHIPPER RESPONSE / CARRIER NOTIFICATION LETTER

ORIGIN:	<u>494750240</u>	<u>EGLIN AFB, FL</u>
DESTINATION:	<u>311958250</u>	<u>MATES GRAYLING, MI</u>
BETWEEN RATE:	<u>No</u>	



CLOSING DATE:	<u>20-Nov-12</u>	CLOSING TIME:	<u>13:00</u>
LIFT DATE:	<u>26-Nov-12</u>	DELIVERY DATE:	<u>29-Nov-12</u>
RINS:	<u>111, 117, 123, 131, 141 (), 114, 351, 332, 353, 369</u>		

ROUTE ORDER #:	REQ/AGENCY ID:	GBLOC:	COMPLETED BY:	EMAIL ADDRESS:	PHONE NUMBER:	MILEAGE:
<u>1NXX121183F-AH</u>	<u>CTFL20121358</u>	<u>CTFL</u>	<u>ALFRED HODGE</u>	<u>army.sddc.ops.negotiation@mail.mil</u>	<u>(618) 220-6832</u>	<u>1136</u>

RANK	SCAC	CARRIER NAME:	UNIT COST	RATE QUAL	VOLUME	TOTAL COST	TENDER #	EFFECTIVE DATE	EXPIRATION DATE	CARRIER POC	POC PHONE	EXT
1	WESI	<u>Weston Truck Lines, Inc.</u>	<u>\$11,000,00000</u>	<u>PL</u>	<u>5</u>	<u>\$55,000.00</u>	<u>540002</u>	<u>20-Nov-12</u>	<u>20-Jan-13</u>	<u>ANDREW</u>	<u>(252) 474-8121</u>	

1NXX121183F-AH-Eglin AFB, FL to Mates Grayling, MI -- Commodity: 145700-- Accessorial code: -- Signature and Tally Record Service (675), Protective Tarping Service (PTS), Over Dimensional Freight Service (520), Over Weight Permit Shipment (PER) --Equipment requested: 5 (A30)) Stretch RGN's -- Closes 20 Nov 2012 at 13:00 PM CST

VFN (2):\$1500.00
DEP (1):\$135.00
DET (1):\$1300.00
Type Equipment Offered: 5 (A30)) Stretch RGN's
Can Handle:5



G9 Special Requirements



349 Negotiation's Route Order Worksheet

IMPORTANT NOTE: SHIPPER MUST CONTACT THE "BEST VALUE" TSP TO ORDER THE EQUIPMENT AND CLARIFY/FINALIZE THE PICKUP AND DELIVERY REQUIREMENTS. PLEASE NOTE THAT RATES DO NOT REFLECT APPLICABLE FUEL SURCHARGE. TSPs ARE ENTITLED TO THE APPLICABLE FUEL SURCHARGE IN EFFECT AT THE TIME OF THE MOVEMENT.

NEGOTIATION'S ROUTE ORDER WORKSHEET / SHIPPER RESPONSE / TSP NOTIFICATION LETTER

ORIGIN: 3966180240 Scott AFB, IL
DESTINATION: 256800250 Ft Eustis, VA
BETWEEN RATE: No

CLOSING DATE: 23 Sep 11 CLOSING TIME: 9:00 a.m.
LIFT DATE: 27 Sep 11 DELIVERY DATE: 29 Sep 11
RINS: 111, 117, 123, 131, 141(1), 114, 351

ROUTE ORDER #: REQ/AGENCY ID: GBLOC COMPLETED BY: EMAIL ADDRESS: PHONE NUMBER: MILEAGE: 860
1NXX11001F-AB FB4407 GKFL James Allen army.sddc.ops.negotiation@mail.mil 616-220-0000

RANK	SCAC	TSP NAME:	UNIT COST	RQ	VOL	TOTAL COST	TENDER	EFF Date	EXP DATE	CARRIER POC	PHONE NUMBER
1	XRAY	X - RAY	\$1,000.00	PL	1	\$1,000.00	500,001	17 Oct 11	31 Oct 11	John Job	123-456-7890

DEP1 \$50.00 PER HOUR
DET1 \$500.00 PER 24 HOURS
DET2 \$500.00 PER 24 HOURS
DET3 \$500.00 PER 24 HOURS
VFN2 \$500.00
Type Equipment Offered: A30
Number Loads Can Handle : ALL

RQ = Rate Qualifier VOL = Volume EFF DATE = Effective Date EXP Date = Expiration Date

THIS NOTIFICATION LETTER AND TENDER ACCEPTANCE DOES NOT CONSTITUTE APPROVAL TO POSITION EQUIPMENT OR TO MAKE ANY OTHER PREPARATIONS FOR THIS MOVEMENT. THE ACTUAL TRANSPORTATION ORDER WILL BE PLACED BY THE TRANSPORTATION OFFICE REQUESTING THIS MOVEMENT. ALL TSPs LISTED HERE, HOWEVER, MAY SUBMIT A TENDER FOR INCLUSION ON THIS ROUTE ORDER. TSPs MAY USE THEIR DISCRETION BASED ON BID RANKING WHETHER TO SUBMIT A TENDER OF FREIGHT FROM SHIPPER.



G9 Special Requirements



500,000 Series Tender

- The length of negotiated tender can range from a few weeks up to but not exceeding two years
- Have ability to accept tenders after the fact
- Takes precedence over all voluntary tenders
- Can only be approved by individuals in G9 Domestic Business Special Requirements Branch



G9 Special Requirements



Non-Binding Estimates

- Origin/Destination: Standard Point Location Code (SPLC)
- Number of commodity pieces
- Commodity/Standard Transportation Commodity Code (STCC)/Nat'l Motor Freight Classification (NMFC) Description
- Gross Weight
- Number/Size/Type of rail cars
- Accessorials/Transportation Protective Services
- Point Of Contact (POC)
 - Commercial number/e-mail address



G9 Special Requirements



Emergency Routings

- What is an emergency routing?
- Who negotiates emergency routings?
 - SDDC with Commercial Industry
 - Coordinate with Shipper/TSP
 - Get request requirements in writing
- Tender Approval



G9 Special Requirements



Mode Selection and Comparison

- Best Value Mode Selection
 - Motor
 - Rail
 - Barge

- Best Value TSP Selection
 - Low Cost Technically Acceptable
 - Performance
 - Training Experience
 - Best Value Definition



G9 Special Requirements



“Best Value” Definition

Selection of contractors/carriers to support Defense Transportation System requirements will utilize a best value approach based on determining factors such as quality of service, past performance, cost/price, claims experience, ability to perform service within stated requirements, and carrier commitment of transportation assets to readiness support. Under the best value approach, cost is not the only factor in carrier selection. Past performance factors include, but are not limited to, on-time pickup and delivery percentage, lost or damaged cargo percentage, number of claims, and provider availability. Service factors include, but are not limited to, carrier ability to respond, routing, and ability to provide in transit visibility and commitment of transportation assets to readiness support – *DTR, Part II, Table of Contents, Definitions*



G9 Special Requirements



How to Obtain Rates

- FAST (Freight Acquisition Shipping Tool) – Access to Global Freight Management (GFM) rates on file/voluntary rates
- CMOS (Cargo Movement Operations System) – rates on file
- Spot Bid – One time only/flexible web-based tool to obtain rates
 - No rates on file
 - Single factor rate
 - Over-dimensional/overweight
 - Special services
 - No CAT I, SRC 1,5 and 6
 - No CAT II, SRC 2 and 8



G9 Special Requirements



Unit Deployment and Redeployment

- Requirements
- Accessorial Services (Blocking, Bracing, etc.)
 - Unit equipment list (very important)
 - Special requirements
 - Type/number of rail cars/trucks
 - Dimensions—Over-dimensional/overweight
 - Available to Load Date
 - Required Delivery Date
 - ITO/DTO/TMO POC
 - Commercial phone number and e-mail address



G9 Special Requirements



Important References

- Standard Transportation Commodity Codes (STCC) 6001
 - POC: Paul Ransdall 919-651-5077
 - Email: paul.ransdall@railinc.com
 - Alternate POC: Meshalle Carter, 919-651-5043

- Standard Point Location Codes (SPLC) NMF 102
 - POC: Paul G. Levine, 703-838-1822
 - Website: www.nmfta.org

- National Motor Freight Classification (NMFC) 100
 - Toll Free: 1-866-411-6632
 - Phone: (703) 838-1810
 - Fax: (703) 683-1094
 - Email: ccsb@nmfta.org



G9 Special Requirements



Policy and Rules

- MSTIP 364—Tender preparation instructions included in Unified Pub, Section A Part IV
- Rules accessed at SDDC
 - www.sddc.army.mil
 - Strategic Business
 - Current Publications
 - Domestic
 - Military Freight Traffic Unified Rules Publication-1
 - Defense Transportation Regulation (DTR) Part II
 - www.transcom.mil



G9 Special Requirements



Domestic Freight Fuel Surcharge

- Fuel Surcharge (FSC)—Updated weekly on Monday, takes effect on Tuesday
 - If Monday falls on a holiday, update will be issued on Tuesday
- Fuel Rate Adjustment (FRA) TR-12 policy
 - Contains current policy on calculation of FSC/other pertinent information
- Fuel Surcharge Table
 - Provides historic FSC rates
- Link to FSC: www.sddc.army.mil
 - Click: Strategic Business



G9 Special Requirements



Cost Analysis Program

- Established in Jan 12, looks for most cost efficient transportation service for shipper
- Team Lead determines feasibility to perform cost analysis
 - All moves of 10 truckloads or greater regardless of mileage from origin to destination
 - All moves of 5-10 truckloads or greater of 500 miles from origin to destination
- Traffic Management Specialist (TMS) will solicit rates to determine “best value”
- TMS will employ various “negotiation” methods to include:
 - Challenging Required Delivery Date (RDD),
 - Contesting TSP submitted linehaul/accessorial rates
 - Analyzing shipper request for applicability



G9 Special Requirements



Carrier Appointment System (CAS)

A role-based scheduling application developed to provide an automated method for Transportation Service Providers (TSP) to request delivery appointments. CAS also provides a means for depots and/or installations to manage these appointments in a central, web-based environment



G9 Special Requirements



Why a FAR Contract?

- Tailored to fit shipper's needs
- Creates enforceable, contractual obligations
- Best suited for recurring traffic over extended period of time
- Works well for recurring traffic of large volume moves



G9 Special Requirements



Questions?